

PARTNERS FOR PROFIT TRADE FAIR



April 18 & 19, 2006

**Oneida Radisson Hotel &
Conference Center**

Green Bay, Wisconsin

A Corporate and Minority Business Exchange

“Partners for Profit” is a business networking activity designed to create new markets for suppliers and new sources for buyers. This corporate and minority business exchange is designed to enable Minority Business Enterprises the opportunity to identify current marketplace needs and appropriate personnel within the area’s leading corporations and government agencies. Additionally, **“Partners for Profit”** helps Buyers and Procurement Decision Makers identify and screen new competitive sources for quality products, supplies and professional services. This event provides Minority Business Owners an opportunity to efficiently market their capabilities and capacities to major corporations and government agencies in one location – in one day.

Special Event: “JCI Best Practices Symposium”

This very special training opportunity will be held in conjunction with the Partners for Profit Trade Fair. The objective of the “Best Practices Symposium” is to provide a forum for supplier diversity professionals to discuss supply chain inclusion in accordance with the “Best Practices” of the National Minority Supplier Development Council. This event is structured to provoke thought and share common characteristics of successful corporate supplier diversity initiatives. **Topics to be discussed** include: leveraging local & national NMSDC membership, CEO/Sr. management involvement & policy statement, dedicated resource deployment, procurement of professional/key management training, advanced program tracking, linked corporate procurement & sales/marketing processes, third-party certification, innovative supplier development initiatives, communications strategies, outreach, and second tier initiatives.

SCHEDULE OF EVENTS

Tuesday, April 18, 2006

12:00p.m. JCI Best Practices Symposium

2:00p.m. Registration & Booth Set-up

6:00p.m. Kimberly-Clark Corp Reception

7:30p.m. AT&T Award Ceremony

Wednesday, April 19, 2006

8:00a.m. DaimlerChrysler Kick-off Breakfast

9:30a.m. SC Johnson Wax/JCI Purchasing Seminar

11:00a.m. United Parcel Service Exposition

EXPLANATION OF FEES

Exhibitor Options

Buying Company	\$650
Government	\$400
* Minority Business Enterprise	\$350

Individual Ticket Options

Reception & Ceremony	\$ 50
Reception & Ceremony <u>Day of Event</u>	\$ 75
Breakfast <u>Before</u> 17 March	\$ 25
Breakfast <u>After</u> 17 March	\$ 40
Exposition <u>Before</u> 17 March	\$ 15
Exposition <u>After</u> 17 March	\$ 30
JCI Best Practices Symposium	Free
Seminars	Free

* (WSDC/ISDC/CISDC/Regional Council Certified)

Discounts are available for Government Agencies. (Buying Company & MBE Exhibitor Packages include booth area, sign, draping side rails, six or eight-foot table [covered and skirted] and three (3) free tickets for each event.)

KEYNOTE SPEAKERS



Phala Mire, President of the Louisiana Minority Business Council – New Orleans, LA

On August 29, 2005, Hurricane Katrina plowed into Buras-Triumph, Louisiana – approximately 62 miles from the city of New Orleans. The levees shielding *The Big Easy* from Lake Pontchartrain failed and unleashed millions of gallons of toxin-riddled water onto an optimistic, yet helpless community. In the devastation, Phala lost her home and became one of thousands who were displaced from family, friends and careers by this modern-day tragedy. Yet, despite this, Phala was one of the first to return and begin the rebuilding of New Orleans. She brushed off her chair, sat down, and called her members – one by one – to see what SHE could do for THEM...



Secretary Mary Burke Wisconsin Department of Commerce

On January 24, 2005, Governor Jim Doyle appointed Mary Burke as Secretary of the Department of Commerce. Commerce has over 400 employees and an annual budget of \$221 million. She is the Governor’s point person for growing the Wisconsin economy. From 1995-2004, Secretary Burke was Director of Forecasting and Strategic Planning for the Trek Bicycle Corporation in Waterloo, Wisconsin, a business co-founded by her father in 1979. Mary Burke earned an MBA at Harvard University and a BBA from Georgetown University.



The Reverend Alex Gee, Jr. is the founder and President of The Nehemiah Community Development Corporation, Pastor of Fountain of Life Family Worship Center, and the Owner and CEO of

A.G.A.P.P.E, a consulting agency which focuses on executive coaching, indigenous leadership development and workplace diversity. Along with his desire to strengthen the community and improve the lives of its members, Reverend Gee has a passion for racial-reconciliation which characterizes every aspect of his work in the community and inspires others to follow his lead in building relationships across lines that traditionally divide races, denominations, and economic and social classes. Reverend Gee received a BA in Economics and Afro-American History from the University of Wisconsin-Madison and is currently a Ph.D. candidate.

Online Registration
Now Available

2006 Partners for Profit Registration

Name: _____

Title: _____

Company/Organization: _____

Mailing Address: _____

Email Address: _____ Fax #: _____

City/State: _____ Zip: _____

Contact Person: _____

Telephone: _____ Credit Card #: _____ Expiration Date: _____
(Master Card and Visa accepted)

Level of Participation: _____ Total Amount: _____

Credit Card Holder Name: _____

Credit Card Holder Mailing Address: _____

Send registration and remittance to:

Council Enterprises, Inc.
P.O. Box 8577
Madison, Wisconsin 53708-8577

Make checks payable to: Partners for Profit

For additional information:

Phone: (608) 241-5858 / Fax: (608) 241-9100
E-mail: councilenterprises@sbcglobal.net
Website: <http://www.suppliercouncil.org>

Registration Online:

www.suppliercouncil.org/event_registration_PFP.html

Lodging

A block of rooms has been reserved for the participants of **Partners for Profit** at the Radisson Hotel & Conference Center.

Call (800) 333-3333 to reserve lodging.
Be sure to reference promotional code
“PARTNR” for conference room rate.

Advertise in the Partners for Profit Business Guide

\$400	\$300	\$200
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All copy for the Partners for Profit Business Guide is black & white and 8 ½ x 11”
Mail your camera-ready artwork (for the appropriate size you select) to the address listed above.

DEADLINE FOR SUBMITTING ADS IS
20 March, 2006



SUCCESS THROUGH DIVERSITY



DaimlerChrysler recognizes that developing a diverse team is an essential element to our prosperity. With shared vision, experienced leadership and our diversity suppliers, we will proudly reach a new corporate pinnacle together.



Brands of DaimlerChrysler